

SABIT Hospital Administration Program: August 23, 2003 – September 20, 2003

Program Overview:

The SABIT Program has provided technical assistance and training to managers and scientists from the former Soviet Union since 1992. In addition to assisting economic restructuring in Eurasia, the program also provides an excellent opportunity for U.S. companies to develop strategic contacts and introduce their goods and services to key decision-makers in Eurasian markets. Since its inception, SABIT has trained roughly 2,500 interns, who have returned to their home countries to assume increasingly influential responsibilities in their companies, associations, and local, regional and federal governments. In August and September 2003, SABIT will be hosting a delegation of eighteen (18) representatives from the Russian Hospital Administration sector.

The Hospital Administration program will start on August 23, 2003 with an orientation in Washington, D.C. The delegation will receive business plan and cross-cultural training, and it will also meet with relevant governmental officials from the Department of Commerce and other government offices for an overview of the industry. After this initial period, the group will travel to select cities across the United States for meetings and site visits with host organizations, hospitals and companies, and return to Washington D.C. during the week of September 15, 2003 for additional training, meetings, and program review.

Program Goals:

The program aims to introduce modern hospital management techniques to hospital executives from the Russian Federation. This will be done, primarily through meetings with leading U.S. hospitals as well as related U.S. companies and organizations, which showcase the latest in health care innovations and best management practices. The overriding purpose is to provide a comprehensive understanding of Hospital Administration practices, as functioning in the United States, and for these high-level managers to return home with the skills and knowledge to make changes and improvements within their own organizations.

Program Topics:

- International Regulatory Issues
- Developments in Technology
- Health Insurance
- Laboratory Research
- Financial / Budget Management
- Hospital Administration and Management
- Children's Hospital Management
- Philanthropy
- Medical Equipment
- Medical Associations

Benefits to U.S. Hosts:

U.S. host companies are asked to provide ½ - 2 days of training to the delegation in any of the above topics or on relevant processes and technologies pertinent to the company's business activities. This training offers a valuable opportunity for U.S. organizations and companies interested in expanding their business to Russia and Eurasia. Not only will interested parties gain contacts with some of the leading hospital administrators in the region, but they will also have the opportunity to establish personal relationships with these executives, an important part of expanding activities into these markets. Upon returning home:

- A majority of SABIT interns maintain a relationship with their host company/companies.
- SABIT alumni frequently become distributors and/or representatives of U.S. companies and organizations.
- SABIT alumni facilitate contacts between U.S. and Eurasian companies.
- Alumni return to their countries with a better understanding of how U.S. companies conduct business, and what expectations potential U.S. partners have in a cross-cultural business relationship.

Program Financing:

To minimize the expense for host companies, the SABIT Program covers the costs associated with international and domestic airfare, accommodation, ground transportation, insurance, per diem for meals and incidentals, and interpreters, who travel with the group and provide simultaneous interpretation of meetings and training sessions. U.S. host companies are asked to contribute the costs of the training provided to the delegation.

For more information on hosting the delegation, please contact:

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